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R B Humphreys rides an upsurge of torrid growth

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R B Humphreys, a Westmoreland NY-based temperature-controlled transportation company, is enjoying growth spurts. The company's revenue has increased by more than 100% from a year ago in 2012, and this growth has seen the staff of employees, drivers, and agents surge to nearly 100.

Founded in 1961 by a local farmer, R B Humphreys was later purchased by a Michigan-based investment firm specializing in transportation and logistics. It is one of the region's premier freight carriers, providing inbound and outbound services for refrigerated food in the Northeast regional corridor. The firm partners with upwards of 175 local food producers and distributors within a 400-mile radius of Westmoreland, including Byrne Dairy, HP Hood, Hillshire Food, Lindt Chocolate, and Crowley.

Spurred by the recent growth, the company has become a player in the Southeast and just forged a new relationship in the Midwest with the nation's leading egg producers. A recent investment of \$5 million was made to upgrade its fleet of more than 70 trucks and 85 trailers, and the company anticipates growth to 100 trucks within the next year.

Driver retention is important to the company, which offers competitive wages, equitable fee arrangements, and a driver-friendly culture. R B Humphreys also supports many food banks and civic organizations across upstate New York.

The president, Marvin VanSlyke, born and raised in central New York, started his own trucking business in his basement 25 years ago. He joined R B Humphreys in 2010, merging it with his thriving, 20-year-old brokerage firm. Since he became president in 2012, the company has grown exponentially and has continued to solidify its status as a transportation leader.

"Our company is where we envisioned it being this point, last year," said VanSlyke. "We've worked hard over the last two years to preserve the old-school work ethic this business was built on, while continually modernizing, infusing positive changes, and a talented, capable staff."

Go to www.rbhumphreys.com for further details.



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